FOR IMMEDIATE RELEASE

Ora, Inc. Unifies its Clinical Environment with Veeva to Accelerate Trial Execution

Fast-growing CRO adopts Veeva Vault Clinical Suite
to drive greater efficiency and visibility across global studies

PLEASANTON, CA — Mar. 6, 2018 — Veeva Systems (NYSE: VEEV), today announced that Ora, Inc., a leading ophthalmic CRO, adopted the Veeva Vault Clinical Suite to unify its clinical systems and processes. Ora is bringing together CTMS, eTMF, and study start-up applications on one platform to improve operational efficiency and visibility throughout its clinical trials. Now Ora can increase collaboration among internal stakeholders and sponsors to deliver faster, higher quality studies.

"We needed new technology to streamline clinical operations," said Edward Leftin, manager of clinical information systems at Ora, Inc. "Veeva's suite of unified clinical applications helps our study teams work more efficiently. Now we can manage information and end-to-end trial processes, from site activation to study closeout."

Ora's transition to a unified clinical environment started with Veeva Vault eTMF, helping clinical teams manage documents and processes in real-time as the TMF is generated, improving inspection readiness and reducing study close out time from weeks to days. The addition of Veeva Vault Study Startup enables Ora to speed global site selection and activation, while Veeva Vault CTMS empowers clinical teams with greater insights across the trial lifecycle for proactive trial management.

Veeva Vault Clinical Suite makes it easy for teams to share the same trial documents and data to make better, more informed decisions. For example, as site documents such as site monitoring reports or CVs are created in Vault CTMS or Vault Study Startup, they automatically become part of the TMF. This reduces manual steps and enables cross-functional teams, including sponsors, to leverage information in real-time.

"CROs are leading the industry-wide shift to unify clinical operations and build more collaborative, strategic partnerships with sponsors," said Jennifer Goldsmith, senior vice president of Veeva Vault. "Ora is a great example of how the Veeva Vault Clinical Suite is helping break down system and process silos to improve study execution and quality."

Vault CTMS, Vault eTMF, and Vault Study Startup are part of the Veeva Vault Clinical Suite, the industry's first cloud platform that combines EDC, CTMS, eTMF, and study start-up to unify clinical data management and operations. Vault Clinical applications are now used by more than 170 customers, including eight of the top 20 biopharmaceutical companies deploying globally.

Additional Information
For more on Veeva Vault Clinical Suite, visit: veeva.com/Clinical
Connect with Veeva on LinkedIn: linkedin.com/company/veeva-systems
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About Veeva Systems
Veeva Systems Inc. is a leader in cloud-based software for the global life sciences industry. Committed to innovation, product excellence, and customer success, Veeva has more than 600 customers, ranging from the world's largest pharmaceutical companies to emerging biotechs. Veeva is headquartered in the San Francisco Bay Area, with offices in Europe, Asia, and Latin America. For more information, visit veeva.com.

Forward-looking Statements
This release contains forward-looking statements, including the market demand for and acceptance of

Veeva's products and services, the results from use of Veeva's products and services, and general business conditions, particularly in the life sciences industry. Any forward-looking statements contained in this press release are based upon Veeva's historical performance and its current plans, estimates, and expectations, and are not a representation that such plans, estimates, or expectations will be achieved. These forward-looking statements represent Veeva's expectations as of the date of this press announcement. Subsequent events may cause these expectations to change, and Veeva disclaims any obligation to update the forward-looking statements in the future. These forward-looking statements are subject to known and unknown risks and uncertainties that may cause actual results to differ materially. Additional risks and uncertainties that could affect Veeva's financial results are included under the captions, "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations," in the company's filing on Form 10-Q for the period ended October 31, 2017. This is available on the company's website at veeva.com under the Investors section and on the SEC's website at sec.gov. Further information on potential risks that could affect actual results will be included in other filings Veeva makes with the SEC from time to time.

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